Acquisition Strategy For Services

2012 Navy Gold Coast Small Business Event

Report Documentation Page

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What Is SeaPort-e?

- Navy's Enterprise solution and to acquire Engineering, Financial, and Program Management support services
  - 2,885 prime contractors (83% small business) with a basic IDIQ MAC
  - Each MAC has a Base ordering period & Award Term option ordering periods
  - Only authorized ordering activities (DON) can solicit and award task orders
  - All Task Orders are competed under Fair Opportunity (FAR 16.505) like GSA
  - Task Orders may be either both Fixed Price and Cost Type Orders – unlike GSA
  - Task Orders competed in one of 7 geographic zones
  - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
  - Allows for all types of small business set-asides (restricted) competitions
- Electronic platform to solicit, award, and administer Task Orders to SeaPort-e MAC holders

How does SeaPort-e Operate?

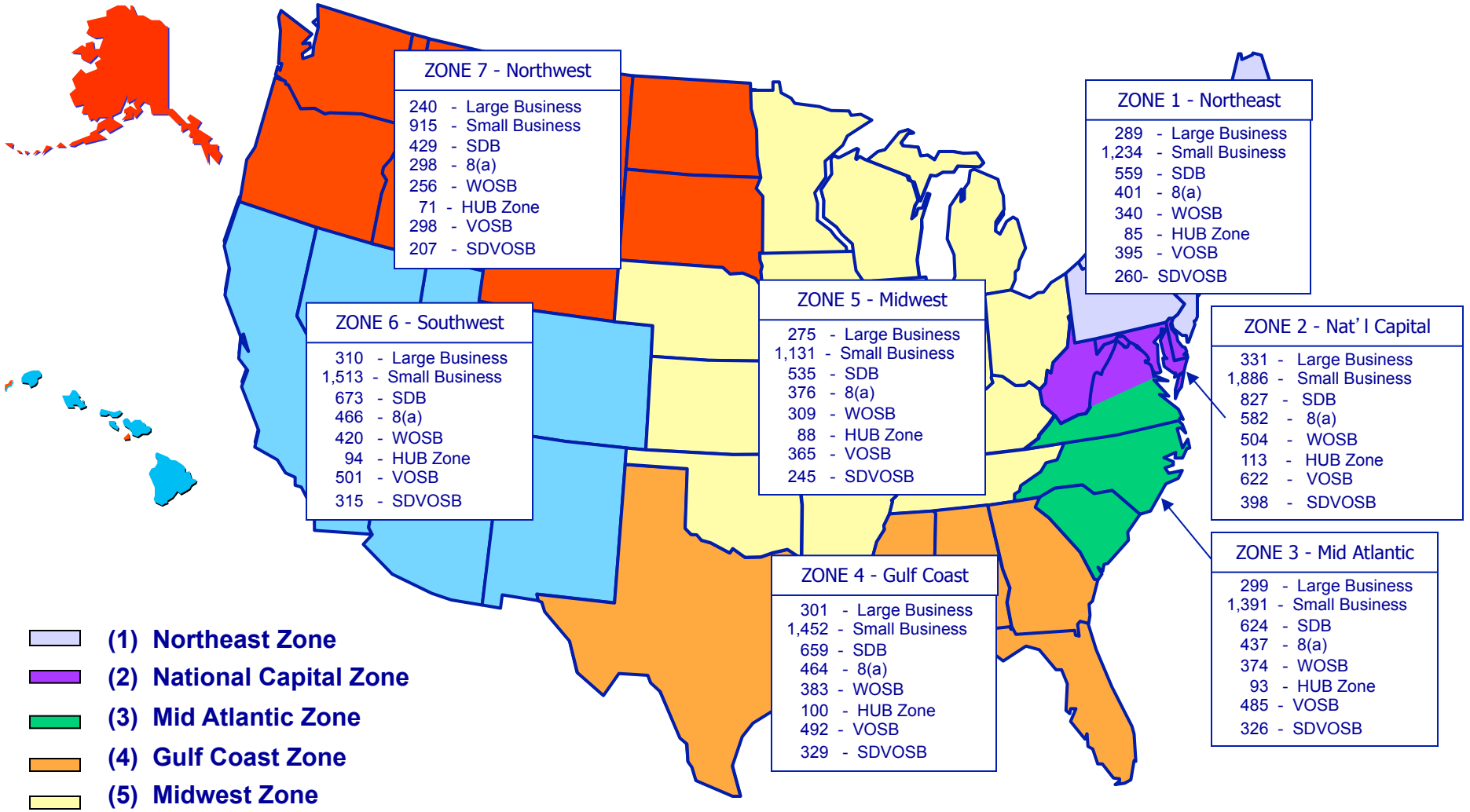
- Rolling Admissions conducted annually
  - Allows for MAC awards to new contractors
  - Allows existing MAC holders to expand into other geographic zones
  - Allows existing MAC holders to voluntarily re-certify size status

- All MACs are managed by NSWC Dahlgren, therefore all SeaPort MACs are N00178-XX-D-XXX

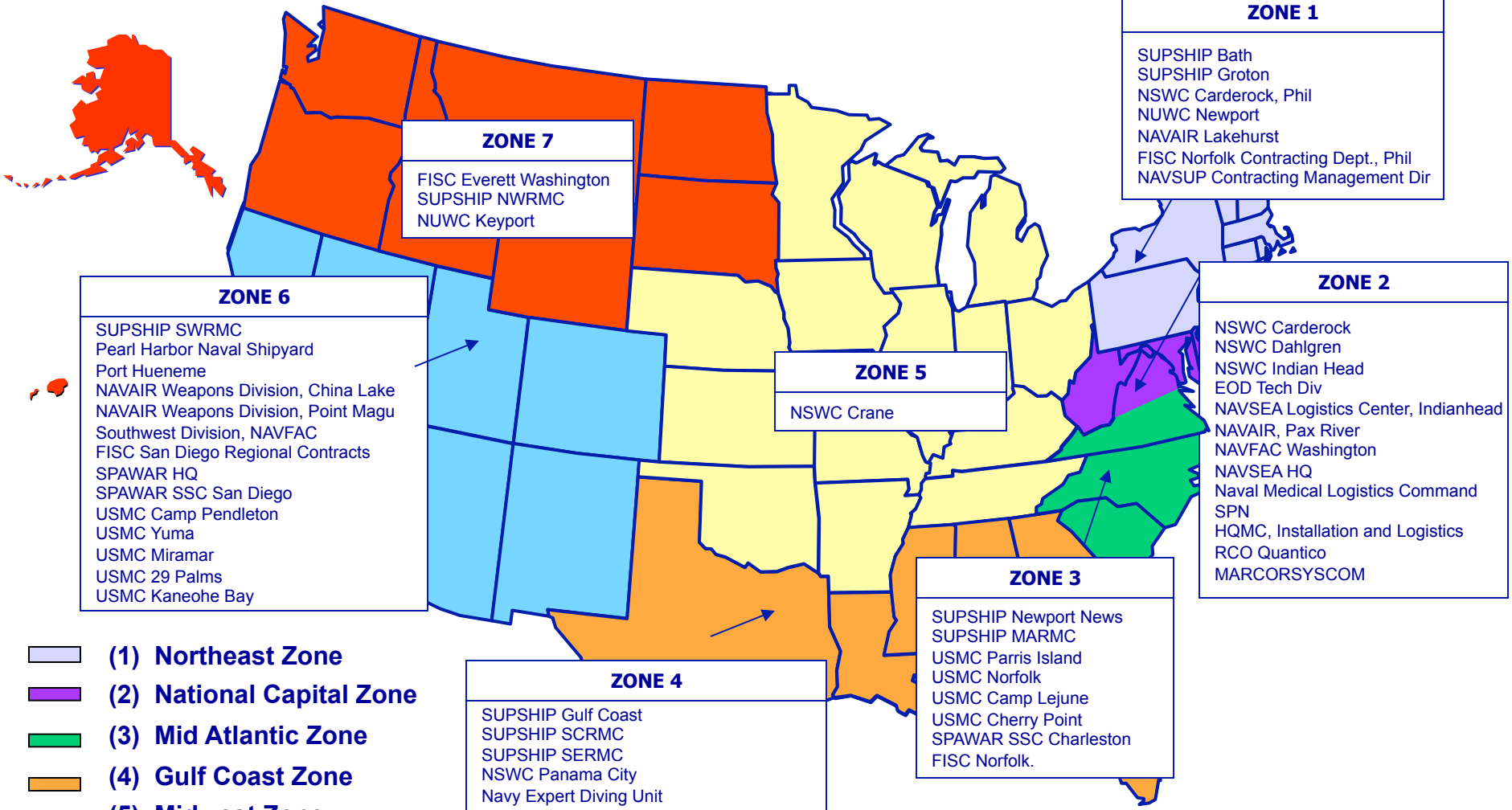
- In order to maintain continuity, all MACs are modified, at least annually, to baseline clauses to most current versions

- Each Navy authorized ordering activity has unique ordering code, per DFARS, designating who owns which task orders issued against the common MACs.
  - For example, EH is the NAVSEA HQ ordering code. All task orders beginning with EH belong to NAVSEA HQ

Vendor Base by SeaPort-e Zones



Ordering Activities by SeaPort-e Zones



ZONE 1

SUPSHIP Bath
SUPSHIP Groton
NSWC Carderock, Phil
NUWC Newport
NAVAIR Lakehurst
FISC Norfolk Contracting Dept., Phil
NAVSUP Contracting Management Dir

ZONE 2

NSWC Carderock
NSWC Dahlgren
NSWC Indian Head
EOD Tech Div
NAVSEA Logistics Center, Indianhead
NAVAIR, Pax River
NAVFAC Washington
NAVSEA HQ
Naval Medical Logistics Command
SPN
HQMC, Installation and Logistics
RCO Quantico
MARCORSYSCOM

ZONE 3

SUPSHIP Newport News
SUPSHIP MARMC
USMC Parris Island
USMC Norfolk
USMC Camp Lejune
USMC Cherry Point
SPAWAR SSC Charleston
FISC Norfolk.

ZONE 4

SUPSHIP Gulf Coast
SUPSHIP SCRMC
SUPSHIP SERMC
NSWC Panama City
Navy Expert Diving Unit
NAVAIR Training Systems Division, Orlando
FISC Jacksonville, Contracting Dept
SPAWAR SSC New Orleans
USMC Albany
USMC New Orleans
USMC Blount Island

ZONE 5

NSWC Crane

ZONE 6

SUPSHIP SWRMC
Pearl Harbor Naval Shipyard
Port Hueneme
NAVAIR Weapons Division, China Lake
NAVAIR Weapons Division, Point Magu
Southwest Division, NAVFAC
FISC San Diego Regional Contracts
SPAWAR HQ
SPAWAR SSC San Diego
USMC Camp Pendleton
USMC Yuma
USMC Miramar
USMC 29 Palms
USMC Kaneohe Bay

ZONE 7

FISC Everett Washington
SUPSHIP NWRMC
NUWC Keyport

- (1) Northeast Zone
- (2) National Capital Zone
- (3) Mid Atlantic Zone
- (4) Gulf Coast Zone
- (5) Midwest Zone
- (6) Southwest Zone
- (7) Northwest Zone

SeaPort-e Approach

- SeaPort-e Task Order Competition:
  - SeaPort-e policy requires ALL Task Orders be competed
    - No bridges, no additional scope or other changes in ceiling
  - All MAC holders registered in a zone automatically receive notification of the release of all solicitations issued in that zone.
  - All proposals are electronically submitted within the portal
  - All post award task order administration is conducted within the portal
  - Task Order period of performance can not exceed 5 years in length

Centralized Program Management – Decentralized Ordering Authority

Services Strategy Development

- Understanding of the requirements
- Understanding of the changing marketplace
- Understanding of Small Business Capacity
  - How big is too big?
- Planning for post-award administration and oversight
- Maximizing common methods and templates without eliminating HCA flexibility

NAVSEA Top 10 PSCs FY12

PSC	Description	Total $	SB $	SB %
1904	Submarines	$3,306,971,347	$ 26,244,798	.79%
1911	Amphibious Assault Ships	$2,548,828,940	$ 310,000	. 01%
1905	Combat Ships & Landing Vessels	$1,828,118,921	$ 90,152	.00%
4470	Nuclear Reactors	$1,336,033,488	$0	0%
1901	Aircraft Carriers	$1,194,786,963	$0	0%
R425	Support-Professional: Engineering & Technical	$1,062,285,243	$236,534,810	22.67%
B544	Special Studies/Analysis-Technology	$ 991,791,527	$0	0%
1903	Destroyers	$ 891,602,444	$0	0%
J998	Non-nuclear Ship Repair (East)	$ 692,204,222	$273,403,558	39.50%
1990	Miscellaneous Vessels	$ 686,632,405	$ 28,751	.00%

Command Focus On SB Opportunities - Especially In Support Services

SeaPort-e & Small Business

- 83% of Prime MAC holders are Small Businesses
- 41% of all Task Orders awarded to Small Business Primes
- 25% of Total Dollars obligated go to Small Business Primes
- 50% of all SB MAC Primes have submitted Task Order proposals as a prime

Striking a Balance

Service Quality

Small Business Involvement

Expediency

Progressive Improvement

Cost Effectiveness

Contact information

- SeaPort home page – www.seaport.navy.mil
- General SeaPort contracting questions – SEAPORT_EPCO@navy.mil
- Portal operational support – seaportsupport@aquilent.com

Back-up

Program Evolution

Category	SeaPort Original (2001 – 2004)	SeaPort-Enhanced (2004-2005)	VS SeaPort-Enhanced (2005-Present)
Portal Components	"Buy" site for Gov't, "Sell" site for Industry	Same	Same
Program Website	Yes – www.seaport.navy.mil	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	All Navy Virtual SYSCOM
# of Ordering Offices	1	24	118
# of Prime MACs	21	151	2885
# of Functional Service Areas	4	21	22
SB Consideration?	No	Yes	Yes, incl., HUB Zone, SDVOSB
Task Order's Competed Nationally?	Yes	No	No

Data as of 20 July 2012

SeaPort-e Program Results

Navy Virtual SYSCOM Awards To Date:

SYSCOM:	# of Task Orders:	# of Actions / Mods:	TPV @ Award:	Funded To Date:
NAVAIR	276	6,586	$7,732,514,899	$4,534,184,186
NAVFAC	179	1,212	$793,573,195	$605,272,941
NAVSEA	1,641	39,489	$35,963,531,001	$20,627,955,759
NAVSUP	265	2,481	$1,816,840,353	$1,099,401,177
SPAWAR	449	7,823	$7,847,324,602	$4,717,306,852
SSP	1	20	$36,786,701	$30,134,278
USMC	76	516	$498,330,038	$279,966,061
ONR	21	173	$191,043,225	$70,011,489
MSC	2	7	$60,823,437	$209,142
DTRA	3	29	$19,754,335	$12,999,527
Totals:	**2,798**	**58,219**	**$54,960,521,786**	**$31,977,441,412**

* *Note: As of July 20, 2012, TO Cumulative Status Report*